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**The American Literary Gazette and Publishers' Circular.**

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NEW YORK, June 8, 1918

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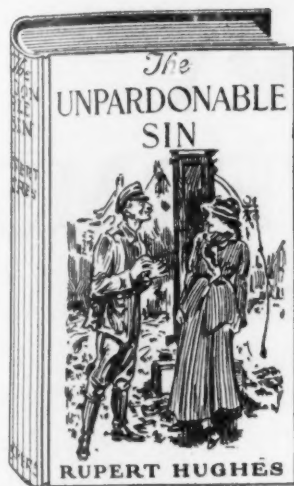
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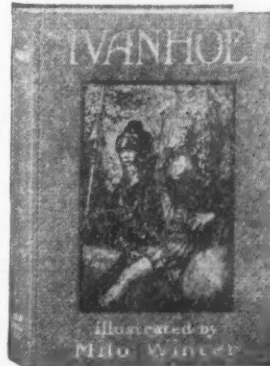
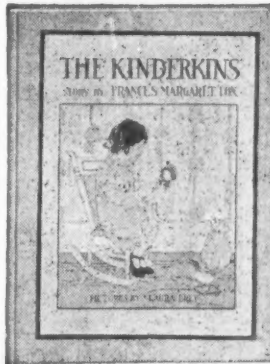
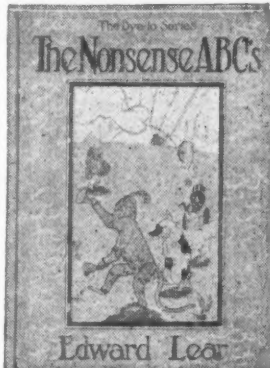
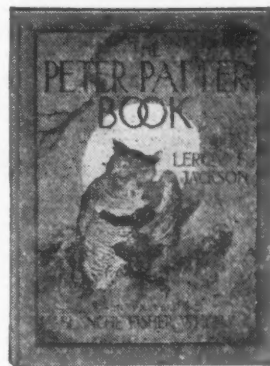
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BOOK TRADE JOURNAL

**JUNE 29**

*Issued 10 Days Before The Fair*

## ***Publishers!***

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Announce where your line will be shown and the name of your representative in the Chicago Book Fair Number of the PUBLISHERS' WEEKLY, issued June 29th. Copy should be mailed by June 15th. No increase in space rates.



**See Article on Page 1835 of This Issue**



What a Navy Man Thinks of  
**COMRADES**  
 IN  
**COURAGE**

U. S. S. St. Louis,  
 Care of the Postmaster,  
 New York City,  
 April 24th, 1918.

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Dear Sirs:

Thru six months of active service it has been my privilege to see deeply into the minds of the men who are fighting this war, both enlisted men and officers. I find them the men who are turning in their thought toward the greater issues of Life. And "Comrades in Courage" seems to have won this spirit of the fighting man from out the trenches in a finer way than anything I have yet read. Here at last we have the vital thing, a man who thinks and fights, giving us his reflections under the stress of the actual combat. The one thing that I am impressed with is that the book is vitally real. This is the way we too think, out here on the sea, as well as the French officer in the trenches. Lieutenant Redier has spoken out of the lips of the Knight in the Grand Army of Freedom, whether that man wears the khaki, the blue or the forest green. The chapter "The God of the Armies," and the one "Honour," are especially strong. They say what all of us have been trying to say for months and have not been able to formulate into words. There was a deep sense of exuberance as I read the book, for I found myself rejoicing that at last I had found a book that spoke my own inner self to me. I cannot but feel that it is one of the most real books of the war times.

Very sincerely yours,

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¶ When we published this book in February we did so with a thrill of conviction that it was the one book of all we had read that made us realize why, after suffering four years of unspeakable misery, the magnificent French are unconquerable.

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## The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

June 8, 1918

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*"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."*—BACON.

### THE CHICAGO BOOK FAIR

THERE are several indications that the Chicago Book Fair, beginning July 9, will be a more important event in the book-trade calendar than ever before. One might say, to borrow the slogan of the May Convention, that it is going to be made a "useful" Book Fair. Never has there been a time when publisher and bookseller were more anxious to put to use all really advantageous opportunities for good trade. What the publisher is after and especially needs this year is "markets, markets, markets," as Mr. Houston said in his speech last month.

Unquestionably the Chicago book market is, as a whole, a different outlet from any other. Chicago is not merely a prosperous city with retail bookstores of various kinds but it is a great wholesale distributing point, a center for the largest religious book houses, and a great railroad center that has taught to the merchants of a wide adjacent territory the advantage of coming to the city to see merchandise.

The gathering there in July of the most complete displays of American book publishing, under the care of the most competent and best informed salesmen gives a chance for a comparative study of lines that the buyers of Chicago and the Middle West should be especially glad to take advantage of this year. It means the opportunity to buy judiciously, at the lowest market prices (it is a rising market from now on) and it enables the dealer to receive by freight a large part of his fall staples.

On the publisher's side there is, in the Chicago Book Fair, a great opportunity, not only

to rivet the attention of big users on his best lines but, also, to cover the needs of a great many smaller buyers in adjacent territory at a saving of time to them and expense to himself.

It should not be forgotten, too, that this is an important opportunity to get an ear to the ground and to listen for suggestions as to the direction of fall demands in the book-buying world. This is a perplexing year but there is going to be much book-buying in America this fall and there is going to be a new wide range of book consumers brought out by high wages in so many directions. Who has best suited his output to the needs? The Chicago Book Fair will show this to the buyer.

### SPEEDING UP

WITH the dawn of each summer day with its intense heat, the thoughts of even the most unimaginative workers have a tendency to wander from business to the cool seashore or country. This year more than ever before there should be no summer relaxation for the members of the book or any other trade. The vacancies in the book-trade occasioned by the demands of the government must be filled by those who remain. All the book-trade should get along with the least amount of assistance possible, and this can only be done if everyone assumes more than what was heretofore his own individual responsibility.

The book-trade specially has its darkest business period during the summer months and heretofore has taken it for granted to "let down or to take it a little more easy." There should be no "letting down" or "taking it easy" this year. It is up to every individual man and woman to work harder in these dull times, putting forth every effort to obtain a little extra business. There are ways and means and the book-trade should think of these only. Forget the ball game, golf foursome, or tennis match during business hours, and put that time in trying to increase your business efficiency. Analyze your advertising, your buying for fall, current expenses, overhead, the distribution of circulars, your service to patrons, the knowledge of your salespeople, etc. Change your displays more frequently and give your store greater care and attention than ever before. Do this and you will have started "speeding up."

## LEAVES FROM THE LIFE OF A NONOGENARIAN BOOKSELLER

I HAD the pleasure of being born on the 26th of January, 1828, in the town of Portsmouth, New Hampshire. At the age of four I entered the primary school kept by dear old Marm Bigelow, the mother of Jack Bigelow, an old Boston bookseller. At seven I left for the grammar school, where, after mastering the three Rs, at the ripe age of eleven, I passed an examination for the High, where I had the finishing touches put on; and on the first day of July, 1840, I left Portsmouth with my parents on the well ballasted and fast sailing schooner Sally Ann, en route for Boston Town, which, escaping the perils of the deep, we reached four days later. While it is most likely that this trip has since been made in less time, I much doubt if there was ever a more enjoyable one.

In those days it was a sin to be idle, realizing which I soon secured employment with the Boston Stereotype Company, at which place my pleasant duty was to break the type, generally hot, cast by three moulders, at \$1.00 per. With the funds thus acquired, I was, a year later, enabled to gratify my desire to wrestle with the law, and, in October, 1841, I entered the office of Messrs. Hubbard and Watts, located in the old Tudor Building on the site of the present Young's Hotel, on Court Street. There I remained three years copying legal documents, doing chores and assimilating Kent and Blackstone.

It was during my stay in their office that I had the pleasure of sharing with the God-like Daniel the platform at Bunker Hill on the ever memorable 17th of June, 1843, during the delivery of his oration on the completion of Bunker Hill Monument, in the presence of President Tyler and 250,000 spectators.

Having mastered the intricacies of the law, my next plunge was into the wholesale dry goods business at 71 Milk Street, in the employ of Blanchard, Converse & Company. When I commenced with them, I received the salary that was then universal thruout New England, \$50.00 the first year and a slight increase each succeeding year, if proved efficient. The encouraging feature of this seemed to be that if one could live a hundred years, and then marry an heiress, he could be reasonably happy ever after. My duties there were for a tender, adolescent youth most attractive, and this is the summary:—At the store at 6:30; open, sweep and dust; breakfast at home at 7:30; and during the four busy fall and spring months packing and sacking goods until 11:00 at night, and during leisure hours, as there were then no expresses in those days, toting bundles anywhere and everywhere within the city limits. The busy season always found me when I reached home at night drenched with perspiration, with the only consolation that if the salary was small, the experience was immense. Close-fisted, shrewd, money-making men, the merchant princes of those days, still there

were exceptions. One I remember. It was a holiday, when a member of the firm parted with a big silver dollar for my benefit. Poor man! He died soon after.

While in their employ, one of their western customers, Messrs. Ransford & Messenger, of Michigan City, and La Porte, Indiana, made me an offer to go with them, which I accepted, and in 1847, at the age of nineteen, starting alone, I made my first visit to the far west. I reached my destination by traveling over a strap-rail from Detroit, to Erie, Michigan, and thence by steam-boat to the end. By this firm I was engaged to travel on a four-horse peddling wagon, driven by a lusty six-foot negro, thru Northern Indiana and Southern Michigan, selling Yankee notions to the merchants and tea in caddies and cigars to the landlords.

In 1857 I removed, with my family, to Fort Calhoun, Nebraska, and in the spring of 1858, having had a bad attack of the gold fever, then raging, I started in a prairie schooner, well loaded, and drawn by two big horses, for the Rockies, a distance of over four hundred miles, which on account of heavy rains, I was three weeks in reaching. On arriving at Denver, I took possession of the only house on the town site, a log cabin, built for the Indian agent. There I remained some weeks, disposing of my stock and dispensing the best brand of Boston law at bargain prices to suffering litigants; and then I left for the mountains, where it was then supposed, but not known, would be found the source of the gold, as up to that time, no gold had been found, except around Cherry Creek. A description of my experience in the mountains I will leave for another occasion, and will only say that claim Number Three on the Gregory Lode, which I owned, yielded to my more fortunate successors after I had deserted it, under the impression that it had petered out, over seven million dollars.

On the 6th of December, 1859, in company with one man, a Canadian, I left Denver on the back of an Indian pony for home, which I reached on New Year's Eve. En route, I camped, when possible, with Indians, many of whom I knew and always found trustworthy. In fact, I had, years before, been inducted into the membership of the Omaha Tribe and given the name of Oskadusher, meaning a person of pleasant speech. In 1861, after an absence of fourteen most eventful years, I returned to Boston, and after a short, but successful venture, in the wholesale butter and cheese business on Clinton Street, I was induced to enter the bookstore conducted by my brother, William H. Piper. And in 1882 I entered the employment of Estes & Lauriat, and with them and their successors, at the end of thirty-five years, I still remain, in the enjoyment of exceptional health, barring an occasional carbuncle, which serves to remind me of the sweetness of life, and now, with my ninetieth birthday

(Continued on page 1842)



## HOW BOOKSELLERS CAN ASSIST THE A. L. A.

THE late bulletins from the American Library Association call attention to several movements in which the booksellers can be of assistance.

Baedeker's guide books to the countries of Western Europe are needed. They are needed on every transport to help U. S. officers and men in getting detailed information about their new environment. Booksellers may not now have any of these in stock but they can urge their customers to send idle volumes to the public library for shipment.

The camp librarians are calling for books in foreign languages, especially French and Italian. Urge people to make contributions of such from your shelves or from home collections. The Americanization of men at the National army camps is simplified if their confidence is gained thru the pleasure given them by books in their own language.

Do not let people relax their efforts in mailing magazines by putting a one cent stamp in the corner. The camps are calling for more. If you have a magazine department be sure that the salespeople pass this new emphasis on to the magazine buyers.

## NEW BOARD OF TRADE FOR THE AMERICAN BOOKSELLERS' ASSN.

UNDER the new constitution fifteen members were elected to the board of trade for one, two, and three-year terms. At each succeeding convention five new members will be elected for three-year terms. The President and Secretary of the A. B. A. serve ex-officio on the board and as soon as possible after the annual convention the President calls the board together for organization and the selection of a chairman. This list of the board was not filed in time for the Annual Convention report:

Eugene L. Herr, Lancaster, Pa.  
Walter V. McKee, Detroit.  
Simon L. Nye, Washington.  
Ward Macauley, Detroit.  
Seely Conover, Amsterdam, N. Y.  
Theodore E. Schulte, New York City.  
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Chas. W. Burkhardt, New York City.  
George W. Jacobs, Philadelphia.  
W. H. Arnold, New York City.  
Louis A. Keating, Brooklyn.

## THE FINE ART OF BIOGRAPHY

"A BOOK," said Samuel Johnson, "should show us either how to enjoy life or how to endure it." Now the beauty of the biography is that it can do both.

It is natural for us to be always more or less curious about notable men and women, writes Esther Matson in the *Outlook*. Indeed, in spite of ourselves, we are all to a greater or less degree hero-worshippers still. But to-day our interest in this kind of book grows apace, so that it almost seems as if "Lives and Letters," "Reminiscences," "Recollections," and even "Autobiographies" were bidding fair to become the fashion. Surely 1917 was indeed a "biography year." And among the biographies were books of such caliber as new letters of Lincoln, Edmund Gosse's "Swinburne," Brander Matthews's "These Many Years," John Morley's "Recollections," and the new life of John Keats by Sidney Colvin. This is to mention a random few—and with 1918 still they come.

Is there for this any special reason? I believe there is good reason. For in a time when the daily events are too likely to excite or dishearten us we need some solace and some stimulus for our souls' sake. It is a blessed relief, when the pessimistic imps have us in their clutch, to turn to the records of lives that have been lived thru and that can be looked at in perspective. It is no little comfort to discover that there have been men who were able to light little candles of hope for themselves, and there is just the chance that we may be able to warm our own fingertips at those rays.

Yes, the biography that is merely worth while can boast its fair excuse for being. But as for the one that is "more excellent"—the one such as E. T. Cook's "Ruskin," as Parker's "Edward Rowland Sill," as Paine's "Mark Twain"—that gives us something more than the plain record or simple study of a man; it has the double delight of aesthetic satisfaction and intensest human interest. For the more excellent biography takes rank among the fine arts. It is justly to be compared with the art of portraiture in painting.

Comparisons here are not odious but happily fragrant. And it is significant that the first thing required alike of the painter of a portrait and of the writer of a life should be a knack or special talent for catching the likeness. This is as much a *sine qua non* for both of these artists as the story-telling faculty is a *sine qua non* for the anecdotist or for the short-story writer.

Again, of both the painter and the writer we ask one further good thing—we ask that they do their work *con diligenza, con studio, con amore*. With diligence, yes; with carefulness, surely; and with both enthusiasm and sympathy as well as charity. Hilaire Belloc is said to have once remarked that he had no business trying to write about Marie Antoinette because he had no patience with her type of character. Without sympathy how can an endeavor to portray human nature, whether on canvas or in a book, be other than the foregone conclusion of failure?

Perhaps the monumental example of an

## THE FINE ART OF BIOGRAPHY—Continued

exceptionally sympathetic study is Colvin's "Keats." Coming, as the new work does, thirty years after the well-known monograph on the poet, the beauty of it rests not alone in the ripe scholarship evidenced and in the masterly treatment, but also, and best of all, in the burning, torch-like testimony it gives to the "allure" of that rare genius.

Sympathy may be the very motive power that impels the painting of the portrait or the writing of the book. Enthusiasm for a hero or a recent comrade may be so strong as to enkindle the longing to do him honor, to enshrine his memory in some form that will last. In the case of a writer his desire runs naturally to the form of biography. "There is neither picture, nor image of marble, nor sumptuous sepulcher, can match the durability of an eloquent biography." So wrote, in the middle of the sixteenth century, one Jacques Amyot.

The following out of the commemorative instinct lends a touching significance to lives or to lives and letters arranged by a man's wife or son or very intimate friend. I think of Mrs. Watts' happy representation of her painter husband, of the Stevenson and Meredith letters. I am minded, to be sure, of the classic example of the Johnson as done by his faithful Boswell; but, to dwell on tomes less ponderous, there is the life of Macaulay by his nephew Trevelyan; two volumes long, I grant, but with plenty of everyday, human touches such as most of us, I suspect, when we read the essayist in school never dreamed of as possible. There are the "Reminiscences of Saint-Gaudens," edited by his son. There is Edward Everett Hale's life by his son, and A. C. Benson's life of his sister Maggie, and the "Letters of Mark Twain" brought out by his fervent admirer, Paine, and giving us that happy flashlight of Kipling's anent our American humorist, to wit: "Cervantes was a relative of his."

But to turn back for a moment to the comparison of our two arts of portraiture, the one by pigments, the other by words; true, there is a marked similarity between them, but there is also much dissimilarity. It is true that the painter on canvas has one great advantage. It lies within his power to get an immediate, impressionistic effect. His not to analyze or to reason why. His but to make us see his man as we might have seen him in his lifetime, or, if it is a present-day portrait, as we may chance to see him tomorrow. And here, if the artist is successful, he does make us feel as if we were looking at the flesh-and-blood man. We say he has achieved a wonderful likeness, that the painting seems on the point of speaking to us.

But, on the other hand, the painter labors under one very positive disadvantage. He can represent his sitter in but a single mood. No matter how keen he may be to detect and depict what we call the most characteristic mood, the most dominant expression, this

nevertheless constitutes a handicap. It makes for one-sidedness, if not for inadequacy, in his representation. The writer, contrariwise, is free to show his subject in many and in successive moods. And as we all realize, while one of these may be thoroly characteristic at one period in his life, it may become quite uncharacteristic—possibly, indeed, absolutely untrue—at a later period. Here the difference between the two arts becomes as great as that between the old art of the tableau and the modern "movie."

More than this, the writer can show behind his central figure many tapestry-like glimpses of that figure's friends and contemporaries. He can make us acquainted with his man's *milieu*. Indeed, he must, if he is to interpret his character truly, show it to us in its relation to the historic background. How, for instance, could we get an impression of John Fiske or of John Morley without an impression also of the nineteenth century America and the nineteenth century England against which they stand silhouetted?

Fine examples of this interrelation between events and the man are Morley's studies of Voltaire and of Gladstone; and books such as these emphasize a further value in biography, since it is true, as M. Cousin says, that "the great man represents the quintessence of his epoch."

And still again the writer has the chance, denied the painter, of employing narrative. His not the opportunity to give us a picture or a series of pictures merely, but to stir us more deeply and powerfully still by telling his story in such wise that we follow one episode after another to a dramatic climax of acts and consequences.

As for the autobiography, in this we have a peculiarly interesting and intimate phase of the art of portraiture—almost indeed a little *genre* in itself. At first sight the self-picture seems too egregiously egotistic. What reason, forsooth, have any of us to take ourselves so seriously? Yet who of us would care to give up Rembrandt's masterly—nay, marvelously inspiring—reflections of himself? And there exist autobiographies so captivating—Leigh Hunt's is one of them—that we are full ready to forgive the authors their quota of needed conceit. Besides, no man can ever know another man's inner life as he can his own. Then, too, no matter how well he may know himself, not every one is able or willing to reveal himself with absolute frankness. Whence, as Stevenson puts it, "in the world of imperfections we gladly welcome even partial intimacies."

How I recall the avidity with which we pick out the autobiographic portions—or those alleged as such—in books of fiction! See how keen we are to find allusions to Dickens's own childhood in "David Copperfield," and to little Marian Evans in the story of Maggie Tulliver!

These authors veiled their matter of fact under matter of fiction. Henry James, con-



## THE FINE ART OF BIOGRAPHY—Continued

trariwise, in these three volumes of his—"Notes of a Son and Brother," "A Small Boy and Others," and, lastly, "The Middle Years," frankly admitted the autobiographical purpose.

I find the reminiscent vein becoming to Howells, who had already written "A Boy's Town," "My Literary Passions," "Literary Friends and Acquaintances," before he brought out, a couple of years ago, his "Years of My Youth." Saint-Gaudens's "Reminiscences," with its delightful blend of Irish wit and Gallic sensitiveness, belongs to another category; and there is still another group of self-portraits that are ostensibly sociologic in their appeal. Mary Antin's belongs to this group, as does Abraham Rihbany's. In "A Far Journey" the latter gives most engaging glimpses of his boy life in Syria—in the early spring, when a peasant would come to plow the home grounds in primitive fashion, with a yoke over one shoulder and a goad to urge on the oxen; in the days when the silkworms would come out of their cocoons; and in the summer, "time of grapes and figs."

Both of these, I am afraid, we incline to have a tenderness for because of the grati-

fying picture they give us of our country as the famed land of opportunity.

In Morley's "Recollections" we find a man who might almost be called the apostle of tolerance, religious, political, and social, yet he has shown a sensitiveness to the beauty of law and order as true as the needle's sensitiveness to the pole, together with the tireless zeal to work for the realization of law and order—in other words, of justice. His own statement of his aspiration is most modest but convincing. It was his desire to be "a comrade in the struggle for thought and the wrestle for truth."

The gracious truth is that by means of the art of biography we are enabled not merely to become acquainted with some particular great and good man who has passed this way a year or a thousand years ago; we are enabled not merely to follow his footsteps as he stumbled over cobblestones and climbed successfully over stiles; but we can watch his growth as a human being, we can catch glimpses of the philosophy that sustained his spirit; we can enter into the inheritance of his legacy of personality.

## SCRANTOM, WETMORE &amp; CO. HAS FIFTIETH BIRTHDAY

ON May thirtieth, fifty years ago, there was opened in Rochester a modest book and stationery store that was destined to be one of the largest, best equipped and most complete stores of its kind in the United States.

The proprietors were E. H. Scrantom and L. G. Wetmore, two young men previously employed as clerks in the bookstore of Steele & Avery in Rochester. A year and a half later A. C. Walker joined the proprietors, at which time the firm became Scrantom, Wetmore & Co.

During its fifty years in business this firm has witnessed the growth of its home city from 62,000 population to a municipality with over 200,000 inhabitants. The growth of the book and stationery business has more than kept pace with the progress of its environment, the firm having moved to larger quarters at three different times, to give adequate space for expansion. Today a total floor area approximating 30,000 square feet is now occupied by the firm in housing its various branches of business. About one hundred employees are regularly in force with half that amount added during the holiday season.

In a recent account in a Rochester paper referring to the prominent active and public-spirited part that Scrantom, Wetmore & Co. have taken in the growth of Rochester from a city of comparative insignificance to one of great beauty, importance, and culture, the people of Rochester offered their congratulations and best wishes for many years of increased prosperity and growth.

## AN ARTISTIC CATALOG OF NATURE BOOKS

BOOKSELLERS and librarians familiar with the catalogs of juveniles issued by the Bookshop for Boys and Girls in Boston will be interested to see their new bibliography of out-of-door books.\* The earlier lists from Miss Mahoney's notable little shop in the Women's Educational and Industrial Union have been widely commended for the extreme care with which the various titles have been selected and annotated.

The regular price of "Out-of-Door Books" is 50 cents, but for booksellers wishing to buy 5 or more copies for distribution among their customers a special price of 25 cents has been made.

The new list of "Out-of-Door Books" is compiled by Marion Horton, instructor in the Library Training School at the Los Angeles Public Library, with an introduction by Abbie Farwell Brown, and is bound in an attractive two-color, deckle edge linen paper. The titles are all briefly annotated and are grouped under the following headings: Poetry; Essays; Gardens; Trees; Stars; Meteorology; Animals; Animal Legends; Dogs; Fossils; Insects; Birds; Angling; Voyages; Journeys on Foot; Travel; and Mountaineering.

Thruout the summer months when nature interest is at its height it would seem that copies of this attractively printed bibliography might well be sent out by booksellers to a favored few of their customers.

\* Out-of-Door Books; a list of specially readable books for young people in High School or College. Compiled by Marion Horton. Introd. by Abbie Farwell Brown. 33 p. O. Bookshop for Boys and Girls, 264 Boylston St., Boston. 50 c.



## MAKING GOOD IN WAR TIME

*"There is no such thing as private business or private interest; all business is public and all interests are vitally connected with the public interest."*

### No Such Thing as Private Business To-Day

The war between the United States and Germany in one short year, given largely to preparation, has changed the point of view of the present generation of workers so completely that we shall never again be able to go back to the old standpoint and satisfy ourselves with the old conception, says Paul W. Brown in a recent article in *Associated Advertising*.

The war's message may be summed up in a single sentence. It has revealed to us that there is no such thing as private business or private interest. All business is public; all interests are vitally connected with the public interest. The public has an interest in the housewife's bread, thrown into the garbage can when food conservation is needed to win the war. The public has an interest in the farmer's field permitted to grow up to weeds when every acre should be employed in the raising of food. The public has an interest in the efficiency of the tool in the manufacturer's shop, at an hour when lathes and planers and milling machines are needed to make guns and motor trucks and trench locomotives in order to win a great war.

Nothing is private any more. We are face to face with the reality of the network that unites us all, so that the hurt of one is the hurt of all, the help of one is the help of all.

The result of this change of view is that every person now sees his life as part of the life of the nation. And, strangely enough, this new point of view does not make our lives seem smaller; it makes them seem bigger. The daily work of the individual takes on new meanings and a new preciousness when it is seen to be bound up vitally with the safety and continued prosperity of a nation of one hundred millions.

### Collect What Is Due You

The movement for better trade methods and for the use of trade acceptances will prove hard on the retailer unless he in turn realizes that the ultimate consumer should pay promptly, too. What is the relation between your total bills receivable and the total charges of the last two months? Does it show that those two figures are about equal, which would mean that you are giving your customers an average extension of 60 days? Cannot retailers begin to insist that money due may be asked for without apology? Does the average man mind paying his bills on time when he gets used to it? Is losing a continuously slow account an unmixed calamity?

### Public Speaking

Have you freshened up lately your shelf of books on public speaking? Have you thought

of how many more people are doing public speaking than ever before and are anxious to do it effectively because it is for our country's cause. These speakers do not want subject matter or examples of classic orations but modern books on preparation and delivery. Pin your faith on a few of the titles best worth pushing and when they are in stock call them to the attention of the four-minute speakers and others whose names appear in the daily press. They are keeping up the morale of the community. Get back of them with help.

### Keep On Urging Books for Soldiers

The American Library Association is continuing steadily and vigorously in its organized work of getting books to every camp and concentration place. There are now over 500 branches for this work. They need more books all the time, especially in fiction. Do not let your salesmen forget to keep this need in the mind of all your fiction buyers. Many people will decide to buy an extra book from your counters when they remember that they can, by doing so, give themselves pleasant hours and then do a good service in passing the book on. One camp librarian writes: "The soldiers persistently ask for new novels, which never seem to come often enough in the shipments."

### Do You Know a United States Army Officer's Rank?

"When a man in khaki comes into your store, do you know how to greet him by name?" was asked a retail bookseller. "No!" was his reply.

That all may know the rank of Uncle Sam's soldiers and thus speak to them by title, we print the following:

General .....	Star
Colonel .....	Eagle
Lieut. Colonel ....	Silver Maple Leaf
Major .....	Gold Maple Leaf
Captain .....	Two Bars
First Lieutenant ..	One Bar (silver)
Second Lieutenant .	One Bar (gold)
Sergeant .....	Chevrons of Three Lines
Corporal .....	Chevrons of Two Lines

### HAT CORDS DESIGNATING BRANCHES OF SERVICE

Officers .....	Black and gold
Officers Training	
Camp (Rookie)....	Red, white and blue
Infantry .....	Light blue
Cavalry .....	Yellow
Artillery .....	Red
Medical .....	Maroon and White
Signal (including	
Aviation) .....	Salmon and white
Ordnance .....	Red and black
Field Clerk .....	Black and white
Engineers .....	Cardinal and white
All Staff Departments .....	Black
Quartermaster's Dept. ....	Buff

## BEST-SELLING BOOKS

ACCORDING to the *Bookman's* lists the following were the best sellers for April:

## FICTION

1. The Tree of Heaven. Sinclair. (Macmillan.)
2. The U. P. Trail. Grey. (Harper.)
3. Oh, Money! Money! Porter. (Houghton Mifflin.)
4. The Pawns Count. Oppenheim. (Little Brown.)
5. The Major. Connor. (Doran.)
6. White Morning. Atherton. (Stokes.)

## WAR

1. Private Peat. Peat. (Bobbs-Merrill.)
2. Outwitting the Hun. O'Brien. (Harper.)
3. Face to Face with Kaiserism. Gerard. (Doran.)
4. Glory of the Trenches. Dawson. (Lane.)
5. Over the Top. Empey. (Putnam.)
6. "Over There" with the Australians. Knyvett. (Scribner's.)

According to the PUBLISHERS' WEEKLY consensus the best sellers were:

## FICTION

1. The Tree of Heaven. Sinclair. (Macmillan.) ..... 137
2. The U. P. Trail. Grey. (Harper.) ..... 137
3. Oh, Money! Money! Porter. (Houghton Mifflin.) ..... 109
4. The Pawns Count. Oppenheim. (Little, Brown.) ..... 94

4. The Major. Connor. (Doran.) ..... 35
5. White Morning. Atherton. (Stokes.) ..... 24
6. Vicky Van. Wells. (Lippincott.) ... 22
7. Kitty Canary. Bosher. (Harper.) .. 20
8. Sonia. McKenna. (Doran.) ..... 19
9. The Dwelling Place of Light. Churchill. (Macmillan.) ..... 8
10. Christine. Cholmondeley. (Macmillan.) ..... 7

## WAR

1. Private Peat. Peat. (Bobbs-Merrill) 128
2. Outwitting the Hun. O'Brien. (Harper.) ..... 114
3. Face to Face with Kaiserism. Gerard. (Doran.) ..... 99
4. Glory of the Trenches. Dawson. (Lane.) ..... 96
5. First Call. Empey. (Putnam.) .... 72
6. "Over There" with the Australians. Knyvett. (Scribner.) ..... 65
7. Gunner Depew. Depew. (Reilly & Britton.) ..... 52
8. A Yankee in the Trenches. Holmes. (Little, Brown.) ..... 38
9. Carry On. Dawson. (Lane.) ..... 22
10. My Four Years in Germany. Gerard. (Doran.) ..... 14

## ANNUAL PULITZER PRIZE AWARDS

WINNERS of the prizes established by the will of the late Joseph Pulitzer to be awarded annually for the best work in journalism, art, and letters, as announced on June 3 by the trustees of Columbia University, include Ernest Poole, novelist, and Jesse Lynch Williams, playwright. This is the first time, according to announcement, that any American novel or American play has been considered by the board of judges as worthily meeting the particular requirements for such prizes. Ernest Poole's "His Family" was awarded the prize of \$1000 as "the American novel published during the year which shall best present the wholesome atmosphere of American life and the highest standard of American manners and manhood." Jesse Lynch Williams' comedy, "Why Marry?" won the \$1000 prize as "the original American play, performed in New York, which shall best represent the educational value and power of the stage in raising the standard of good morals, good taste, and good manners." The other two prizes were awarded as follows: The best book of the year upon the history of the United States, \$2000, won by James Ford Rhodes, for "A History of the Civil War, 1861-1865"; and

the best American biography teaching patriotic and unselfish services to the people, illustrated by an eminent example, \$1000, won by William Gabell Bruce, for "Benjamin Franklin Self-Revealed."

## STANDARDIZED CATALOGS CONFERENCE

AT the request of the standardization committee of the National Association of Purchasing Agents, the paper, printing and binding industries as well as many catalog firms, and others interested met in conference in Chicago on Wednesday, May 22. After some discussion, the following resolutions were unanimously adopted:

Resolved: That catalogs be standardized to 6 by 9 or 7½ by 10⅝ or 8 by 11 inches; also resolved that we recommend for catalogs the manufacture of paper sheets ranging as follows, 25 by 38, 32 by 44, and 33 by 46 inches, with their double sizes; that we also indorse the weights of 40, 45, 50, 60, 70, and 80 pounds on the basis of 25 by 38, and that colors be limited to white and natural.

The standardization committee of the National Association of Purchasing Agents recommends that all catalogs meant for the use of purchasing agents be 7½ by 10⅝ inches.



### ITALY BANS OUTGOING PRINTED MATTER CONTAINING ADS.

THE official ruling (Decree, No. 347), published in the *Gazzetta Ufficiale*, Rome, March 23, 1918, states that "the sending to foreign countries of any periodical or printed matter whatsoever containing advertisements is prohibited." Editors who wish to continue sending to foreign countries "must prepare special editions in which the advertisements are suppressed." This decree went into effect on March 23, and is to be in force for the duration of the war.

Such a drastic measure on the part of the Italian government certainly gives credence to the recent reports that the Germans have been finding the periodicals and newspaper advertisements useful for code messages, propaganda, etc.

### WHAT ARE YOUR CUSTOMERS ASKING FOR?

AN entirely new value will now attach to records of out-of-stock items. The public's interests are changing rapidly. They are asking for books that they have not called for before and it is by meeting these new demands that the bookseller is going to be able to keep up his total sales. But does the buyer of the store catch these straws that will show him the way of the wind? Has he a method of keeping daily in touch with the inquiries on his floor?

"How much business do you lose every year by not having books on hand?" a dealer was asked the other day. "I don't know, but not very much I guess," was the reply. Will it do to "guess" now, as has been so largely the habit in the past? Should not every buyer promptly introduce and systematically keep up some simple system of recording the books called for on the floor?

Small printed slips headed "Wants" or "Calls" can be kept conveniently at hand and each salesman might be required to turn one in to the buying desk each night. If a salesman has had no inquiries for books out-of-stock, turn a signed slip in anyway to show that the record was not forgotten. The buyer will check these by his "on order" records and will look up further information on those whose exact character and value is not known.

If these slips are then filed by publisher there will be available a most valuable record of what customers are calling for, a day by day index to the direction of the present book market.

### LEAVES FROM LIFE OF A NONO-GENARIAN BOOKSELLER

(Continued from page 1836)

almost in sight, encouraged by our firm's unrivalled stock, I look forward, with pleasure, born of long experience, to the rush of the

coming holiday trade. And being in fine fettle and in the enjoyment of splendid health, I shall soon be awaiting with earnest expectancy my hundredth birthday; and who knows but what in view of the wonderful discoveries that may be made in the next ten years, I may not be able to fly then into Kingdom Come.

God bless all honest booksellers!

Sincerely yours,

(Signed) J. M. PIPER.

### RECORD OF AMERICAN BOOK PRODUCTION, APRIL, 1918\*

INTERNATIONAL CLASSIFICATION	New Publications.		By Origin			
	New Books	New Editions	American Authors	English and Other Foreign Authors		Total
				American Manufacture	Imported	
Philosophy.....	20	1	20	0	1	21
Religion, Theology.....	59	4	54	2	7	63
Sociology, Economics.....	49	0	47	1	1	49
Mil. & Naval Sci. ....	24	4	25	1	2	28
Law.....	18	3	19	0	2	21
Education.....	15	1	14	0	2	16
Philology.....	18	4	10	3	9	22
Science.....	43	6	44	1	4	49
Applied Science, Engin'g...	20	3	22	0	1	23
Medicine, Hygiene.....	18	9	27	0	0	27
Agriculture.....	39	3	39	0	3	42
Domestic Economy.....	17	1	17	0	1	18
Business.....	25	2	23	1	3	27
Fine Arts.....	6	3	6	0	3	9
Music.....	7	0	7	0	0	7
Games, Amusements.....	4	2	5	0	1	6
General Literature, Essays...	12	2	10	2	2	14
Poetry and Drama.....	45	5	38	3	9	50
Fiction.....	61	14	60	9	6	75
Juvenile Books.....	21	0	20	0	1	21
History.....	71	8	60	9	10	79
Geography, Travel.....	19	1	18	1	1	20
Biography, Genealogy.....	24	1	20	0	5	25
General Works, Miscel. ....	9	1	9	0	1	10
Total.....	644	78	614	33	75	722

\* These figures include pamphlets of which 184 were recorded in April. In April, 1917, 749 new books and 112 new editions were recorded.



## OBITUARY NOTES

JOHN ROSS ROBERTSON, one of Canada's pioneer newspaper men, and proprietor of the *Toronto Evening Telegram*, died at his home in Toronto on May 31. Mr. Robertson was born in Toronto Dec. 28, 1841. In 1861 he equipped a newspaper and job printing office and issued the *Sporting Life* and the *Grumbler*. He became a reporter on the *Toronto Leader* and later city editor of the *Toronto Globe*. In 1866 he was one of the founders of the *Telegraph*, which afterward ceased publication. He established the *Telegram* in 1876 after a sojourn in England. He edited "Robertson's Landmarks of Toronto" (vol. 1-5) which had appeared previously in the *Telegram*.

MARK W. GILL, son of J. K. Gill, Portland, Oregon, and secretary of the well-known book and stationery store, died on May 22 at his home in Portland, after a brief illness. Mark W. Gill was born in Salem, Oregon, in 1867. His father removed to Portland in 1870 where he established the business of the present firm in that year; after Mark Gill returned from college he entered the firm and has been the secretary and treasurer of the J. K. Gill Company for many years.

## LITERARY AND TRADE NOTES

ON JUNE 1ST John Lane Co. advanced the price of H. Gordon Selfridge's "The Romance of Commerce" from \$3.00 net to \$5.00 net, due to "the increase in the cost of manufacture since the first edition of this book was published a few months ago."

THE GERMAN EMPEROR, as patron of arts, is said to have ordered the production of a great "national" edition of the works of Shakespeare whom the Germans profess to regard as more German than English. The preface to the new work is written by Gerhard Hauptmann, and occupies a volume by itself, under the title, "Visions."

GERMANY'S PRACTICAL MONOPOLY in the publication of travelers' guide books bids fair to be broken down by a combination of two well-known British and French publishing houses, according to a special dispatch to *New York Times*. The report goes on to say that Macmillan & Co. is undertaking the publication of a series of "Blue Guides," which is being brought out by Muirhead Guide Books, Ltd. The well-known Paris publishing house of Hachette is working with them in the production of "Les Guides Bleus" to France and other countries. Findlay Muirhead, head of the new English company, and his brother, James F. Muirhead, were for years members of Baedeker's staff and later undertook the preparation of Baedeker's guides to the United States and Canada. James F. Muirhead was long a resident of Boston, and author of "America, Land of Contrasts," published by John Lane & Co.

## SECRETARY BAKER'S LETTER FOR DISTRIBUTION

THE CAPITAL LETTER of Secretary of War Newton D. Baker to Mr. Ward Macauley of the American Booksellers' Association on the sale of war books has been reprinted for one dealer who will circulate several thousand copies. If other booksellers would like a quantity for distribution, the PUBLISHERS' WEEKLY will supply them at 50 cents a hundred. The letter was printed on p. 1600 of the PUBLISHERS' WEEKLY for May 25th.

## BUSINESS NOTES

BOSTON, MASS.—Small, Maynard & Co. have removed from 15 Beacon St. to 41 Mt. Vernon St.

NEW YORK CITY.—The National Historical Society, the *Journal of American History*, and the Frank Allaben Genealogical Co. have removed from 30 East 42d St. to 37 West 39th St., room 705.

NEW YORK CITY.—The Library Book Co., 25 West 42d St., Manhattan, has moved to 314 Rochester Ave., Brooklyn.

## AUCTION SALES

JUNE 12 AND 13 AT 10 A. M. AND 2 P. M. (Four sessions.) Catalog of the private library of H. M. McCulloch of Laurenceville, Pa., containing many modern books in fine condition. (1710 lots.)—*Libbie*.

FIRST EDITIONS of American books collected by Charles F. Heartman were sold on May 31 by Daniel R. Kennedy at 36 Lexington Ave., the best prices being realized for books by Cotton Mather. William S. Keble paid \$40 for Mather's "Life of Increase Mather" and the same price for that author's "Brief Discourses." Franklin Harper paid \$42 for "Fairy Tales" by A. L. Grimm. The receipts were \$1224.

## BIBLIOGRAPHICAL NOTES

## Catalogs of New and Second-hand Books

*Albert A. Bieber*, New York, N. Y., 200 W. 24th St. Catalog: Indians of America portrayed in fiction, poetical, dramatic, historical and picture form, being a selection of books, pamphlets, broadsides and a few prints.

*Arthur H. Clark Co.*, Cleveland, Ohio. Catalog of rare and choice books and Americana. (No. 57.)

*W. A. Gough*, New York, N. Y., 25 W. 42nd St. Catalog chiefly of English books and pamphlets of the XVI and XVIIth centuries; together with a few miscellaneous books on bibliography, the drama, France, the Orient, Shakespeare and English dialects, etc. (No. 10; 390 titles.)

*Thomas F. Madigan*, New York, N. Y., 505 Fifth Ave. List of autographs. (92 items.)

## Weekly Record of New Publications

*The entry is transcribed from title page when the book is sent by publisher for record. Books received, unless of minor importance, are given descriptive annotation. Prices are added except when not supplied by publisher or obtainable only on specific request. Where not specified the binding is cloth.*

*Imprint date is stated [or best available date, preferably copyright date, in brackets] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.]*

*A colon after initial designates the most usual given name, as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederick; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.*

*Sizes are indicated as follows: F. (folio; over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.) Fe. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow. For books not received sizes are given in numerals, 4°, 8°, etc.*

**Adams, H: Carter.** American railway accounting; a commentary. N. Y., Holt. c. 10+465 p. O \$3 n.

Explains accepted accounting rules and makes clear what is meant by a scientific system of accounts. Index. Author is professor of political economy and finance, University of Michigan.

**Andreieff, Leonid Nikolaevich.** The seven that were hanged; and The red laugh; introd. by T: Seltzer. N. Y., Boni & Liveright. 37+194 p. 16° (Modern lib.) 60 c. n.

**Art (The) of Aubrey Beardsley;** introd. by Arth. Symons. N. Y., Boni & Liveright. 37 p. il. pls. 16° (Modern lib.) 60 c. n.

**Art (The) of Rodin;** introd. by Lewis Weinberg. N. Y., Boni & Liveright. 37 p. il. pls. 16° (Modern lib.) 60 c. n.

**Avram, Mois H.** Patenting and promoting inventions. N. Y., McBride. c. 8+166 p. O \$1.50 n.

Advice for the inventor, the promoter, and the investor, pointing out pitfalls that beset the inventor, exposing fake patent lawyers, showing the proper method of exploitation and the necessity of preliminary investigation, analyzing subject of foreign patents, etc. Author in lecturer on industrial engineering, New York University.

**Babcock, L: L.** Manual for the use of troops in aid of the civil authority. N. Y., Doran. [c. '18] 101 p. D \$1 n.

Study of the function of troops in aiding civil authority in maintaining order.

**Baldwin, Edg. M., ed.** The making of a township, being an account of the early settlement and subsequent development of Fairmount Township, Grant County, Indiana, 1829 to 1917, based upon data secured by personal interviews, from numerous communications and various other reliable sources of information concerning local history. Fairmount, Ind., Edgar Baldwin Pr. [c. '17] 17+503 p. il. pl. pors. map fold. tab. O \$5 n.

Account of the settlement and development of one of Indiana's deep timber townships.

**Baltimore Federated Charities, comp.** Directory of social work for Baltimore and Maryland. 4th ed. Balt., C. R. Edlund, Alliance of Charitable and Social Agencies, McCoy Hall. '17 456 p. \$1

**Balzac, Honoré de.** Short stories. N. Y., Boni & Liveright. 252 p. 16° (Modern lib.) 60 c. n.

**Beach, C: Amory.** Air service boys flying in France; or, the young heroes of the Lafayette escadrille. N. Y., G. Sully & Co. c.

224 p. il. 12° (Air service boys ser.) 50 c. n.

Air service over the enemy's lines; or, the German spy's secret. N. Y., G. Sully & Co. c. 224 p. il. 12° (Air service boys ser.) 50 c. n.

**Bean, Florence Ordway.** War time occupations; a manual of simple constructive work suitable for home and school; drawings made by G: M. Morris. [Concord Junction, Mass., E. D. Dee] [c. '18] 42 p. il. front. 12° 25 c.

**Beerbohm, Max.** Zuleika Dobson; introd. by Fs. Hackett. N. Y., Boni & Liveright. c. '11 358 p. 16° (Modern lib.) 60 c. n.

**Bend, Palmer.** The smiting of the rock; a tale of Oregon. N. Y., Putnam. c. 6+328 p. col. front. D \$1.50

Story of pioneer life in Oregon. David Kent, in order to win Valentine Pennoyer, determines to prove to her that he can make good. Accordingly, with only enough money for his fare, he leaves for Oregon. There he throws himself into a fight against the Irrigation Company which is doing a crooked business. Valentine's father has interests in this company and David gains his enmity and also learns how shallow Valentine's love is. He discovers a method for increasing the water supply, wins out in the fight against the Irrigation Company and wins the love of Crete Colton.

**Blake, G. R.** Scotland of the Scots. N. Y., Scribner. 9+276 p. il. pls. pors. fold. col. map D \$2

Study of the people of Scotland, their industries, statesmen, religion, schools, artists, writers, etc.

**Bogardus, Emory Stephen.** Leading sociological books published in 1917. Los Angeles, Cal., Southern Cal. Sociological Soc., Univ. of Southern Cal. 24 p. O (Studies in sociology) pap. 25 c.

**Booy, Theodoor Hendrik Nikolaas de, and Faris, J: Thomson.** The Virgin Islands; our new possessions and the British Islands; with 97 il. and 5 maps especially prepared for this volume. Phil., Lippincott. c. 292 p. (3¼ p. bibls.) pls. O \$3 n.

Information, for the prospective visitor or investor looking for business openings, about the Virgin Islands, formerly the Danish West Indies, and recently purchased by our government. Covers islands as a whole with a chapter on Tortola.

**Bradford, Gershon, 2d.** The whys and wherefores of navigation. N. Y., Van Nostrand. c. 10+163 p. il. diagrs. D \$2 n.

Discussions which appeared several years ago, in a less extended form, in *Master, Mate and Pilot*. Index. Author is late nautical expert, Hydrographic Office, U. S. N.

**Brown, Cyril.** Germany as it is to-day. N. Y., Doran. [c. '18] 337 p. D \$1.35 n.



Study of economic, social and financial conditions in Germany today. Author is New York *World's* staff correspondent at the front.

**Buchan, J: Prester John.** N. Y., Doran. [c. '10] 8+309 p. map D \$1.35 n.

David Crawford, shrewd young Scotchman, store-keeper in a lonely town in South Africa, makes the discovery that the natives are carrying on illegal trading in diamonds. He also learns of an uprising which is being planned under the leadership of the great Laputa who claims to be descended from the mighty chief, Prester John. David plays the part of spy, hoping to be able to gain information that will help him in putting down the uprising of the blacks, but he is captured and undergoes thrilling experiences before he makes a final escape. In the end he sees the mighty Laputa destroy himself and he discovers the great diamond pipe which yields him countless wealth.

**Bunyan, J.** The pilgrim's progress; from this world to that which is to come, delivered under the similitude of a dream; wherein is discovered the manner of his setting out, the dangerous journey and safe arrival at the desired country; il. by Byam Shaw. [N. Y., Scribner] [n.d.] 5+393 p. 16 col. pls. O \$2 n.

**Burlin, Natalie Curtis.** Negro folksongs. v. 1. 4 v. N. Y., G. Schirmer. 42 p. 8° pap. 50 c. n.

**Burroughs, Rev. E: Arth.** The delayed decision; plain words on present hopes and fears. N. Y., Longmans. 16 p. O pap. 10 c. n.

**Carpenter, E:** Love's coming of age. N. Y., Boni & Liveright. c. '11 199 p. 16° (Modern lib.) 60 c. n.

**Caspar's automobile and driving map;** embracing summer resorts and lake regions of southeastern Wisconsin and northeastern Illinois; 200 miles north and 125 miles west of Chicago; showing counties, cities, villages, summer resorts, places, lakes, rivers, creeks, wagon roads, railroads, electric lines and in red colors the authentic and official automobile roads; with complete index. 30 x 37 inches. Milwaukee, Wis., C. N. Caspar Co. \$2; pap. \$1

**Cory, D:** Travels of Puss in Boots, jr. N. Y., Harper. [c. '18] 150 p. il. D (Twilight tales) 50 c. n.

**Daggett, Mabel Potter.** Women wanted; the story written in blood red letters on the horizon of the great world war. N. Y., Doran. [c. '17-'18] 384 p. il. pls. pors. O \$1.50 n.

Tells results of author's study of woman's position in Europe as a result of war. Shows how doors of opportunity have been opened.

**Davidson, Halsey.** Navy boys after a submarine; or, protecting the giant convoy. N. Y., G. Sully & Co. c. 224 p. il. 12° (Navy boy ser.) 50 c. n.

Navy boys chasing a sea-raider; or, landing a million-dollar prize. N. Y., G. Sully & Co. c. 224 p. il. 12° (Navy boys ser.) 50 c. n.

**Davidson, Isobel, comp.** Real stories from Baltimore County history. Balt., Warwick & York. '17 c. 6+282 p. il. 12° \$1

**Dawson, W: Harbutt.** Problems of the peace. N. Y., Scribner. [n.d.] 365 p. O \$3 n.

Discussion of territorial adjustments necessary to the permanent peace of Europe, problem of German autocracy and militarism and the proposals of retaliation, etc. Gives suggestions for future organization of peace. Index.

**Dodge, H: Irving.** The yellow dog. N. Y., Harper. [c. '18] 77 p. front. D bds. 50 c. n.

Walker had grown tired of listening to grumbling about the government so he organized a campaign to silence the kickers. He secured the co-operation of the boys of the town and succeeded in stamping out yellow-dogism.

**Doyle, Sir Arth. Conan.** The new revelation. N. Y., Doran. [c. '18] 122 p. D \$1 n.

Introduction to the subject of spirit communication.

**Dugmore, Capt. Arth. Radcliffe.** When the Somme ran red. N. Y., Doran. [c. '18] 285 p. il. pls. maps facsms. O \$1.75 n.

Account of smashing of German line on the Somme in July, 1916, in which author took part. Author will be remembered for his unusual photographs of wild life reproduced in his "The Romance of the Beaver," etc.

**Duhamel, Georges, M.D.** The new book of martyrs; from the French [tr.] by Florence Simmonds. N. Y., Doran. [c. '18] 221 p. D \$1.35 n.

Stories of unknown heroes set down by a French military doctor who cared for these men in hospital.

**Dunsany, E: J: Moreton Drax Plunkett, Lord.** Book of wonder. N. Y., Boni & Liveright. 234 p. 16° (Modern lib.) 60 c. n.

**Eames, H: Edg.** The rifle in war. 3d ed. Fort Leavenworth, Kan., U. S. Cavalry Assn. [c. '18] 332 p. tabs. diagrs. fold. map O \$2

**Elmore, Earle Brown.** Regents original exercises in plane geometry; selected in accordance with the list of propositions adopted by the New York State Examinations Board. Syracuse, N. Y., C. W. Bardeen, 315 E. Wash. St. 84 p. diagrs. 16° 25 c.

**Fahrenwald, Arth. W:** The cyanide process; its control and operation. N. Y., Wiley. 8+256 p. il. figs. 16° \$2 n.

**Fauconnet, Guy Pierre, and Gordon, Hampden.** Flower-name fancies; written and designed by [first author]; English rhymes by [second author]. N. Y., J: Lane. 60 p. O \$1.25 n.

Series of drawings illustrating popular nicknames of many flowers. Each drawing is accompanied by an explanation both in French and in English.

**Findlay, Alex.** The treasures of coal tar; with 3 figs. in the text. N. Y., Van Nostrand. '17 14+137 p. O \$2 n.

Discussion of the production and utilization of coal tar. Index. Author is professor of chemistry, University of Wales.

**Flickinger, Roy Caston.** The Greek theater and its drama. Chic., Univ. of Chic. [c. '18] 28+358 p. il. pls. figs. map plans O \$3 n.

*Partial contents:* The influence of religious origin; The influence of choral origin; The influence of actors; The influence of physical conditions; The influence of natural customs and ideas; Theatrical records; Index. Author is professor of Greek and Latin, Northwestern University.

**Gissing, G: Rob.** Private papers of Henry Ryecroft; introd. by Paul Elmer More.



- N. Y., Boni & Liveright. 19+249 p. 16° (Modern lib.) 60 c. n.
- Glass, Montague Marsden.** Worrying won't win. N. Y., Harper. [c. '18] 229 p. il. pls. D \$1.50 n.  
Humorous sketches in which Abe Potash and Morris Perlmutter discuss the various phases of the European situation.
- Gorky, Maxim, pseud. [Alexei Maximovitch Pyeshkoff].** Creatures that once were men; and other stories; introd. by G. K. Chesterton. N. Y., Boni & Liveright. 11+249 p. 16° (Modern lib.) 60 c. n.
- Grant, Reginald.** S. O. S. stand to! N. Y., Appleton. c. 10+296 p. il. pls. D \$1.50 n.  
Young gunner's experience during three years under fire in the front line trenches of the Somme.
- Green, A. A. Russell Green.** An x-ray atlas of the skull; with 5 col. pls. and a tab. showing relations between displacement of shadows and distance of bodies throwing those shadows. N. Y., Longmans. 9+27 p. Q \$3.50 n.
- Grosvenor, Johnston.** Strange stories of the great river; the adventures of a boy explorer. N. Y., Harper. [c. '18] 194 p. il. pls. D \$1 n.  
Adventures of a boy explorer who shared in the dangers of exploration on the Mississippi.
- Halman, Doris.** The land where lost things go; a play in a prologue and three acts. N. Y., S. French. [c. '18] 67 p. 12° pap. 25 c.  
Prize play, Drama League of America, patriotic play competition.
- Hastings, Ja., D.D., and others, eds.** Encyclopaedia of religion and ethics. v. 9, Munda-Phrygians. N. Y., Scribner. '17 c. 911 p. 4° \$7 n.; hf. mor. \$9 n.
- Hatcher, Maj. Julian S., and others.** Machine guns; pt. 1, Matériel, by Julian S. Hatcher; pt. 2, The practical handling of machine gun fire, by Glenn P. Wilhelm; pt. 3, Machine gun tactics, by Harry J. Malony. [Rev. ed.] Menasha, Wis., G. Banta Pub. [c. '17] 343 p. il. pls. (part fold.) diagrs. (part fold.) charts tabs. D \$2.50
- Horne, Herman Harrell.** Jesus—our standard. N. Y. and Cin., Abingdon Press. [c. '18] 307 p. diagrs. facsm. D \$1.25 n.  
Portrayal of Jesus as the ideal standard for human character and achievement. Index. Author is professor of history of education and history of philosophy, New York University.
- Howe, Mrs. Sonia Eliz.** Real Russians. [Phil., Lippincott.] '17 15+240 p. il. pls. pors. facsm. music D \$2 n.  
Account of author's trip to Russia in 1916 where she went to plead with the Russian government for a political amnesty. Includes her impressions of the people and of prevailing conditions of everyday life.
- Hutton, J. E.** Welfare and housing; a practical record of war-time management; with 12 il. from photos. and 2 plans. N. Y., Longmans. 8+192 p. pls. fold. charts tabs. D \$1.50 n.  
Gives author's experience in housing and catering to large numbers of work people in war time England. Author is member of the Food Investigation Committee of the Ministry of Munitions.
- Joseph, Oscar L.** Essentials of evangelism. N. Y., Doran. [c. '18] 167 p. D \$1.25 n.  
Challenge to the church to discharge its mission for the enrichment of all life and so help to realize worldwide democracy and fraternity.
- Knox, Ronald Arbuthnott.** A spiritual Aeneid. N. Y., Longmans. 263 p. O \$2.50 n.  
Religious autobiography.
- Krebs, H. C.** Being a good teacher. N. Y., Hinds, Hayden & Eldredge. [c. '18] 153 p. 16° 75 c.
- Le Queux, W.** Love intrigues of the kaiser's sons. N. Y., J. Lane. 320 p. il. pors. D \$2 n.  
Secrets concerning the private lives of the kaiser's sons.
- Liber, Benzion, M.D.** Sexual life; a popular scientific book. 2d ed., enl. and improved. N. Y., The author, 61 Hamilton Pl. 302 p. il. por. O \$1.50
- Loyola, Mother Mary.** Blessed are they that mourn; ed. by Herb. Thurston. N. Y., Kenedy. '17 91 p. 12° \$1.25 n.
- Lutes, Mrs. Della Thompson.** My boy in khaki; a mother's story. N. Y., Harper. [c. '18] 193 p. por. D \$1 n.  
Heart-story of an American mother who has given her only son to his country. Contains his letters from camp and from the front. Author is editor of *American Motherhood*.
- Lyon, Darwin Oliver.** Memory and the learning process. Balt., Warwick & York. c. 8+184 p. il. 8° \$2
- Maclean, Norman, D.D., and Sclater, J. R. P., D.D.** God and the soldier. N. Y., Doran. [c. '18] 250 p. D \$1.25 n.  
Vindication of orthodox Christianity as the religion of fighting men. Book is outgrowth of a series of discussions among chaplains in a great camp in France.
- Mahoney, H. C.** Interned in Germany. N. Y., McBride. c. 10+390 p. il. pls. D \$2 n.  
Account of how five thousand Englishmen who were living in Germany at the outbreak of the war were interned in the prison camp at Ruhleben and of their life there.
- Megrue, Roi Cooper.** Under cover; a melodrama in four acts. N. Y., S. French. c. '18 140 p. 12° pap. 50 c.
- Middleton, Edg. C.** Airfare of to-day and of the future. N. Y., Scribner. 15+192 p. il. pls. figs. diagrs. O \$1.50 n.  
Study of air-navigation.
- Mitchell, C. Ainsworth.** Edible oils and fats. N. Y., Longmans. 12+159 p. (27¼ p. bibl.) tabs. O (Monographs on industrial chemistry) \$2 n.  
Outline of chemical composition and properties of the more important oils and fats, together with a description of the methods of extracting them and of purifying and preparing them for food purposes. Index.
- Montgomery, Mrs. Grace Greenwood Chandler.** Modern auction, in ten lessons. Rev. ed. N. Y., Scribner. c. 10+205 p. il. 24° \$1.25 n.
- Morgan, Gilbert T.** Organic compounds of arsenic and antimony. N. Y., Longmans. 20+375 p. (10 p. bibl.) figs. O (Monographs on industrial chemistry) \$4.80 n.  
Index. Author is professor of applied chemistry, City and Guilds Technical College, Finsbury.

- Nicholson, Jos. Shield.** War finance. [N. Y., Scribner.] '17 24+480 p. charts tabs. O \$5.  
Index. Author is professor of political economy, University of Edinburgh.
- Paget, Elma K., ed.** Studies and discussions for the Women's Fellowship and Reformed Mothers' meeting. N. Y., Longmans. 13+95 p. S pap. 60 c. n.
- Parr, Olive Katharine [Beatrice Chase, pseud.], ed.** The soul of two knights. N. Y., Longmans. [n. d.] 78 p. front. D pap. 40 c. n.  
History of two brothers in khaki.
- Pink, Arth. W.** The Redeemer's return. Swengel, Pa., Bible Truth Depot. [c. '18] 405 p. 12° \$1.35
- Pory, J.** John Pory's lost description of Plymouth Colony; ed. by Champlin Burroughs. Limited ed. Bost., Houghton Mifflin. c. 65 p. il. maps 4° \$5 n.
- Purdy, Mabel Dulon [Mrs. W. Fk. Purdy].** Food and freedom; a household book; endorsed by U. S. Food Administration. N. Y., Harper. [c. '18] 252 p. (bibls.) il. pls. D \$1 n.  
Presents in compact form what the housewife should know in these times in order to do her patriotic duty. Includes facts on nutrition, suggestions for planning and buying, and recipes.
- Radziwill, Catherine Rzewuska, Princess [Count Paul Vassili, pseud.].** Rasputin and the Russian Revolution. N. Y., J. Lane. c. '17-'18 319 p. il. pls. pors. O \$3 n.  
Presents details of career of Rasputin, depicts recent state of things in Russia and explains how the great changes in that country have been rendered possible.
- Randall, Homer.** Army boys in France; or, from training camp to trenches. N. Y., G. Sully & Co. c. 224 p. il. 12° (Army boys ser.) 50 c. n.
- Riesenberg, Felix.** The men on deck; master, mates and crew; their duties and responsibilities; a manual for the American Merchant Service. N. Y., Van Nostrand. c. 12+327 p. tabs. D \$3 n.  
Points out what the various members of the deck department of an ocean steam vessel should be expected to know. Index. Author is superintendent, New York State Nautical School.
- Rosenberg, S.** Federal first grade clerical examination instruction; for first grade clerk, departmental clerk, stenographer and typewriter, immigrant inspector, customs inspector, and all positions in the federal service for which the first grade clerical examination is given; arithmetic, report writing, letter writing, copying and correcting manuscript (rough draft), geography and government, penmanship, spelling, specimen examination sheets; including as an exclusive feature more than 200 examination questions as reported by candidates at federal first grade examinations, together with answers; 115,000 words of simple instruction. 3d enl. rev. ed. N. Y., Civil Service Chronicle. c. '18 127 p. O pap. \$2
- Rosenthal, Daniel Crêhange, and Chankin, Victor.** Grammaire de conversation et de lecture. N. Y., Holt. [c. '18] 8+335 p. il. pls. D \$1.20
- Rowe, F. L., comp.** Our Savior's prayer for unity; a symposium on the seventeenth chapter of John, by representative writers. Cin., F. L. Rowe, 422 Elm St. 237 p. 12° \$1
- Rowley, Hannah Teresa, and Farrell, Mrs. Helen Louise Wales.** Principles of chemistry applied to the household; an elementary text-book. Bost., Bost. Cooking Sch. Mag. Co., 221 Columbus Ave. 13+284 p. il. pors. 12° \$1.25 n.
- Schmidt, Johann Caspar [Max Stirner, pseud.].** The ego and his own; il. by S. T. Byington; introd. by J. L. Walker. N. Y., Boni & Liveright. 14+387 p. 16° (Modern lib.) 60 c. n.
- Schnitzler, Arth.** Bertha Garlan. N. Y., Boni & Liveright. 246 p. 16° (Modern lib.) 60 c. n.
- Shedd, G. Clifford.** The invisible enemy. N. Y., Macaulay [15 W. 38th St.]. c. 299 p. D \$1.40 n.  
The ship-building plant of Stokes Brothers had suffered from one petty mishap after another so that work was constantly interfered with and delayed. The blame, however, could not be traced. After a falling plank injured one of the partners, it seemed as if the firm must be the victim of a deliberate plot. Bob Stokes set out to investigate and finally unearthed a German intrigue. He narrowly escaped death from a bomb thrown by one of the plotters, but the incident served to show him the devotion of the girl he loved.
- Smith, Arth. Douglas Howden.** The audacious adventures of Miles McCaughy; an epic of the merchant marine. N. Y., Doran. [c. '15-'18] 354 p. D \$1.35 n.  
Series of adventures of Miles McCaughy, marine, staunch Presbyterian, hater of cant, and capturer of submarines. Narrative introduces Miss McNish, a very feminine feminist who relied on McCaughy when in trouble.
- Smith, Rodney [Gipsy Smith, pseud.].** Your boys; with a foreword by the Bishop of London. N. Y., Doran. [c. '18] 59 p. D bds. 50 c. n.  
Author's account of his life with the boys at the front. Shows what real practical religion means to the boys out there.
- Spaulding, E. Gleason.** The new rationalism; the development of a constructive realism upon the basis of modern logic and science, and through the criticism of opposed philosophical systems. N. Y., Holt. c. 18+532 p. O \$3.50 n.  
Gives introduction to philosophy presenting such philosophies as idealism, phenomenalism, pragmatism, etc. Upon the supposition that all philosophies rest upon use of reason author presents a constructive development of neo-realism. Index. Author is professor of philosophy, Princeton University.
- Stevens, W. Oliver.** The story of our navy. New ed. N. Y., Harper. [c. '14-'18] 6+333 p. il. pls. maps D \$1.50 n.
- Stone, Herb.** The timbers of commerce; and their identification; il. with 186 photomicrographs prepared by Arth. Deane. [N. Y., Van Nostrand.] 40+311 p. (5/4 p. bibl.) col. pls. O \$3.50 n.
- Strindberg, August i. e. Johann August.** Miss



- Julie; and other plays. N. Y., Boni & Liveright. 167 p. 16° (Modern lib.) 60 c. n.
- Strong, Josiah.** La juventud y los tiempos modernos; tr. al castellano por A. G. Baker y J. M. Rodriguez. N. Y., Am. Tract Soc. [c. '18] 6+218 p. 12° \$1
- Stuart, Capt. G: Washington.** Infantry drill regulations, United States army, 1912; drill regulations 1911; corrected to November 1, 1917. 10th ed. Kansas City, Mo., F. Hudson Pub. '17 258 p. il. double pl. 16° 60 c.
- Thompson, Fs.** Complete poems. N. Y., Boni & Liveright. 358 p. 16° (Modern lib.) 60 c. n.
- Tinley, Lucy Williams.** The first steps in reading; for the beginner, the rural school teacher, the primary teacher, the intermediate teacher who does not know what work preceded hers, the mother who wishes to teach her child to read, anyone unfamiliar with the first steps in reading. Chic., University Pub., 2126 Prairie Ave. c. 8+54 p. D 50 c. n.
- Treitschke, Heinrich Gotthard von.** Treitschke's history of Germany in the nineteenth century; tr. by Eden and Cedar Paul; with an introd. by W: Harbutt Dawson. v. 4. N. Y., McBride. 20+643 p. O \$3.25 n.  
Fourth volume is occupied with Austria's hegemony and the increase in the power of Prussia, 1819-1830. Index.
- Tufford, H: Horace.** Tire repairing and vulcanizing. Minneapolis, William Hood Dunwoody Indust. Inst. [c. '18] 98 p. il. 8° \$1.75
- U. S. Geological Survey.** Topographical map of the United States. In sheets 16 x 20. Wash., D. C., Off. of Survey. pap. ea. 10 c.  
*Contents:* CALIFORNIA: *Birds Landing* sheet (Solano Co.) (1/2 m.=1").  
ILLINOIS: *Kings* sheet (Winnebago and Ogle Cos.) (1 m.=1"); *Kirkland* sheet (Winnebago and Ogle Cos.) (1 m.=1").  
ILLINOIS-WISCONSIN: *Belvidere* sheet (Boone Co.) (1 m.=1"); *Rockford* sheet (Winnebago Co.) (1 m.=1").  
VIRGINIA: *Toano* sheet (New Kent, Charles City and James City Cos.) (1 m.=1").
- Vaeth, Jos. A.** Tirant lo Blanch; a study of its authorship, principal sources and historical setting. N. Y., Lemcke & Buechner. c. 16+169 p. O (Columbia Univ. studies in Romance philology and literature) \$1.50 n.
- Vanardy, Varick.** The two-faced man. N. Y., Macaulay. 338 p. front. D \$1.40 n.  
Detective story unraveling the seemingly mysterious disappearance of \$81,500 in bills lost by Branton and picked up by a crook called Shannon. Main interest is focused upon the character of Crew, the Two-Faced Man, proprietor of a resort for adventurers of the underworld. He is regarded by them as the master criminal but on the side he plays other parts. The clearing up of the mystery connected with the disappearance of a beautiful young woman contributes to the dénouement.
- Van Dyke, J: C:** The desert; further studies in natural appearances; with il. from photos. by J. Smeaton Chase. N. Y., Scribner. c. 22+233 p. pls. 8° \$2
- Voltaire, François Marie Arouet de.** Candide; introd. by Philip Littell. N. Y., Boni & Liveright. 173 p. 16° (Modern lib.) 60 c. n.
- Wallace, Hugh M.** Secrets of success in poultry culture. Cin., Standard Pub. [c. '18] 198 p. il. pls. D \$1.50  
Advice as to the economical and successful raising of poultry.
- Wallis-Tayler, Alex. Ja.** The preservation of wood; a descriptive treatise on the processes and on the mechanical appliances used for the preservation of wood; with 119 illustrations. N. Y., Van Nostrand. [n. d.] 19+344 p. figs. charts tabs. (1 fold.) O \$4 n.  
Shows how to render timber immune to attacks of lower forms of vegetable and animal life. Index.
- Whiton, Ja. Morris.** The life of God in the life of his world. N. Y., Funk & W. c. 69 p. S 60 c. n.  
Central purpose is to make Christian doctrine more fruitful in Christian conduct. Gives missionaries the restatement of the doctrine of the Trinity they ask for to meet Mohammedan objections.
- Wildrick, Capt. G: Alb., and Hamilton, Alston.** Notes on ballistics; direct fire; by [first author]; high angle fire, by [second author]. 2d ed. Fort Monroe, Va., Journal of the U. S. Artillery. '17 99 p. fold. tab. diagrs. (1 fold.) O 50 c.
- Wilson, H. B.** Training pupils to study. 2d ed. Balt., Warwick & York. '17 c. 72 p. 16° 50 c.
- Wisconsin Dramatic Society.** Original one-act plays from the repertory of the society; with an introd. by Zona Gale. N. Y., Huebsch. c. 217 p. D (Wisconsin plays. Second ser.) \$1.50  
*Contents:* The Feast of the Holy Innocents, by S. Marshall Ilsley; On the Pier, by Laura Sherry; The Shadow, by Howard Mumford Jones; We Live Again, by Thornton Gilman.
- Women's Educational and Industrial Union. Dept. of Research.** Industrial experience of trade-school girls in Massachusetts; prepared under the direction of May Allinson. Bost., The author. '17 275 p. tabs. O (Studies in economic relations of women. v. 9) 80 c. n.
- Wyatt, Horace.** The motor industry. N. Y., Pitman. c. 132 p. il. pls. 12° 85 c.
- Wyker, Mrs. Clara Louise Berry.** Andrews genealogy and alliances. N. Y. and Cin., Meth. Bk. Concern. 125 p. il. col. coat of arms pls. pors. O \$5
- Yeats, W: Butler.** Irish fairy and folk tales. N. Y., Boni & Liveright. 18+351 p. 16° (Modern lib.) 60 c. n.
- Young, And. J.** Scientific potato culture; a book, concise in its form, and containing a mint of suggestions regarding the potato and its culture. [Huntington Beach, Cal., Huntington Beach News] [c. '18] 90 p. il. pls. por. D \$2
- Zahn, Theodor.** Introduction to the New Testament; tr. from the German ed. under the supervision of M. W. Jacobus. New ed. N. Y., Scribner. c. 1740 p. 8° \$5 n.



## The Publishers' Weekly

### Subscription Rates.

One year, postage prepaid in the United States, \$5.00; foreign, \$6.00.  
Single copies, 10 cents. Educational Number, in leatherette, 50 cents, Christmas Bookshelf, 25 cents.

### Advertising Rates.

Front section (full pages only)..... \$35.00  
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One page ..... 30 00  
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Higher rates are charged for the Summer Reading, Educational Number and Christmas Bookshelf, and for the monthly Book Review supplement sections.

Advertising copy should reach us Tuesday noon—earlier if proof is desired out-of-town. Forms close Thursday night.

Under the headings of "BOOKS WANTED" and "BOOKS FOR SALE" book-trade subscribers are given under their own names five nonpareil lines (exclusive of address) free advertising for specified books, not more than one title to the line, in any issue except special numbers, but not exceeding one hundred lines a year, a maximum of fifty lines under "Books Wanted" and fifty lines under "Books for Sale," and if over five lines are sent for either department in only one issue, or fifty lines for each department within the calendar year, the excess is at ten cents a line. Bills for this service will be rendered monthly. Objectionable books are excluded so far as they are noted.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

"Books Wanted" must be designated by actual title, not by "any."

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

Under "HELP WANTED" or for other small undisplayed advertisements, the charge is 15 cents a nonpareil line. No reduction for repeated matter. Count seven words to the line.

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Near Williamsburg Bridge. Bedford Ave. Trolley  
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bookbinding, in paper, cloth and leather. Repre-  
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BERWICK & SMITH Co., Presswork.  
B. FLEMING & Co., Binding.

The Plimpton Press, Norwood, Mass. New York  
Office, 70 Fifth Ave. All kinds of Book Print-  
ing. Binding in Cloth and Fine Leather. "Per-  
fect Bookmaking in its Entirety."

Stanhope Press, F. H. Gilson Company, 54-60 Stan-  
hope St., Boston. Bookmaking from manuscript  
to bound book, Mathematical, Scientific, School,  
Music, and general literature.

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**BINDING, EDITION WORK**

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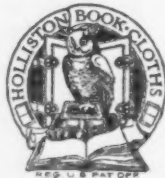
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**BOOK TRADE SPECIALTIES****DIARIES**

**B. W. Huebsch,** 255 Fifth Ave., New York. Annual and Perpetual YEAR BOOKS. A popular diary.

**DIRECTORIES FOR THE BOOK TRADE**

**Directory of Booksellers** (3,200) in U. S. and Canada. Directory of Book Publishers in the U. S.; a list of 2,100 Private Collectors of Books, all three up to date and in one vol., \$5.00. PUBLISHERS' WEEKLY, 241 W. 37th St., New York.

**MEDICAL BOOKS**

**Medical Books and Periodicals,** American and Foreign, New and Old. Paul B. Hoeber, 67-69 East 59th Street, New York.

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**American-Scandinavian Foundation,** 25 W. 45th St., N. Y. Trans. Danish, Swedish, Norwegian.

**Bloch Publishing Co.,** 40 E. 14th St., New York. Jewish Books (in English). Everything published.

**William Helburn, Inc.,** 418 Madison Ave., N. Y. Importers and Publishers of Architectural and Art Industrial Books.

**William R. Jenkins Co.,** Sixth Ave. at 48th St., New York. French, German, Italian, Spanish and other foreign books. Veterinary and Medical books. Books concerning all Domestic Animals.

**Laird & Lee, Inc.,** Chicago. Foreign-Language Dictionaries—Spanish, French, Italian, German, Swedish, Danish, Norwegian. World's largest line of dictionaries (English and foreign) published by one house.

**Lemcke & Buechner,** 32 West 27th St., New York. All foreign books and periodicals.

**Scandinavian Books Exclusively.** Albert Bonnier Publishing House. 561 Third Ave., New York.

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We buy and sell periodicals—numbers, volumes and sets. **H. W. Wilson Co.,** 958-964 University Ave., New York.

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James Adair, 626 Henn. Ave., Minneapolis, Minn.  
 Jean Christophe Romain Rolland.  
 Caesar's Column.  
 Rosicrucian Symbolism.

Adams Bookstore, 85 So. Main St., Fall River, Mass.  
 McLane Family, J. P. Maclean, Robt. Clarke, 1889.  
 Quote other books on McLane Family.  
 Great Work by T. K.  
 Bi-socialism, Trowbridge, cloth.

Adelbert College Library, Cleveland, O.  
 Hughes, Excuse Me.  
 Maynard, Twentieth Century Poetry.  
 Merrick, Man Who Understood Women.  
 Wright, Principles of Microscopy.

Allegheny County Law Library, 232 Court House,  
 Pittsburgh, Pa.

Public Utilities Reports:  
 Ala. R. R. Comm. Reports, 1905-6.  
 Ariz. Ry. Comm. Repts., 1909, 1911.  
 Calif. R. R. Comm. Repts., 1890.  
 Conn. R. R. Comm. Repts., 1853-54, 1854-55, 1856-57, 1859, 1861, 1867, and Special, 1876.  
 Dakota (Terr.) R. R. Comm. Repts., 1887, 1888.  
 Ga. R. R. Comm. Repts., 1893.  
 Ky. R. R. Comm. Repts., 1880, 1882, 1884.  
 Ma. Bd. of R. R. Comm. Repts., 1858, 1859, 1861 to 1869, both incl., 1875.  
 Mass. Gas & Electr. L. Comm. Repts., 1886, 1887.  
 Minn. R. R. Comm. Repts., 1872, 1874, 1878, 1880, 1882.  
 Minn. R. R. & W. H. Comm. Repts., 1889, 1890.  
 Miss. R. R. Comm. Repts., 1909-11.  
 Mo. R. R. Comm. Repts., 1875, 1876, 1877.  
 Nebr. Transportation Bd. Repts., 1888 to 1897, both incl.  
 N. H. R. R. Comm. Repts., 1845, 1846, 1847, 1848, 1853, 1854, 1856, 1859, 1860, 1877.  
 N. Dak. R. R. Comm. Repts., 1893.  
 S. Dak. R. R. Comm. Repts., 1891, 1892, 1901.  
 Wis. R. R. Comm. Repts., 1883.  
 Rate Research, vols. 1 and 2.

Session Laws:  
 Ala., 1831-32, 1840-41, 1842-43.  
 Ark., 1836, Nov., 1837, to Mar., 1838, Nov., 1838, 1840, 1846, 1848-49, 1850-51, 1852-53, 1856-57, 1858-59, 1860-61, Nov., 1861, Apr. and Nov., 1864, Apr., 1865, Apr. and Nov., 1868, 1871, 1873, 1874-75.  
 Dak. Terr., 1863-64, 1865-66, 1870-71, 1874-75.  
 Fla., June and Nov., 1845, 1860-61, 1863, 1864, 1869, 1870, May, 1870, 1877, 1881.  
 Idaho, 1866-67, 1868-69, 1872-73.  
 Nebraska, Dec., 1855-56, 1868, 1869.  
 New Mex., 1851-52, 1853, 1854-55, 1855-56, 1856-57, 1857-58, 1858-59, 1859-60, 1860-61, 1863-64, 1864-65, 1865-66, 1866-67, 1867-68, 1868-69, 1869-70, Laws of Territory "Kearney Code," Santa Fe, Oct. 7, 1846, 1 vol., Laws of Territory (1851), Santa Fe, 1852, 1 vol., English eds.  
 N. Car., pub. and priv., 1817 and 1818, priv., 1868.  
 Oregon, 1860, Gen., 1862, Spec., Spec. Sess., Dec., 1865, Gen. and Spec.

Allen Book and Printing Co., 454-456 Fulton St.,  
 Troy, N. Y.

Technique of Painting, Vauthier, Putnam.

American Baptist Publication Society, 514 N. Grand  
 Ave., St. Louis, Mo.

The Spirit of the Present Day, Brangwys.

American Tract Society, Park Ave. and 40th St.,  
 New York.

Letters and Sketches from the New Hebrides, Paton.

William M. Bains, 1213-15 Market St., Philadelphia.

American Etymologist, vol. 3.

Ruskin's Modern Painters, vol. 1, Library ed., Plate  
 Renting Co.

McConnell's Christ, Macmillan.

Wm. Ballantyne & Sons, 1409 F St. N. W., Wash-  
 ington, D. C.

Levasseur, Lafayette in America in 1824 and 25,  
 trans. by J. D. Godman.

Pinkerton, The Molly Maguires and the Detectives.

Baptist Book Concern, 650 S. 4th St., Louisville, Ky.  
 Hymns for Work and Worship, pub. Lorenz Pub. Co.

N. J. Bartlett & Co., 28 Cornhill, Boston, Mass.  
 Treves, The Cradle of the Deep.

The Beacon, 134 Montague St., Brooklyn, N. Y.  
 Letters of Madame Riedesel, Albany, Munsell.  
 Edward Carpenter, Jolaus, 1896.  
 Forrest Reid, The Garden God, 1906.  
 A. W. Clarke, Jaspar Tristram, 1899.  
 Allister Crowley, Works, London, 1905.  
 Platen's Tagebuecher, Piper, Muenchen, 1905.  
 Letters and Speeches of Mayor Gaynor.  
 Baedeker, U. S., 1909.

C. P. Bensinger Co., Codebook Dealers, 25 White-  
 hall St., New York.

Western Union Universal Code.  
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 Lieber's Standard Code.  
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Charles L. Bowman & Co., 225 5th Ave., New York.  
 Friedlander's Treatise on Aniline Colors.

Brentano's, Fifth Ave. and 27th St., New York.

Journey Through France and Italy, 2 vols., 1789.  
 The Panorama, Corner.  
 Life in London, cheap reprint.  
 Flames, Hichens.  
 Levy Beardsley's Reminiscences, 1852.  
 Translation of Lucretius, Mackail.  
 Translation of Lucretius, Mallock.  
 Handy Vol. Ed. Encyclopedia, thin paper, 29 vols.  
 On the Sublime, Longinus.  
 Baedeker's U. S., latest ed.  
 Baedeker's Northern France.  
 My Quest for the Arabian Horse, Homer Davenport.  
 Raemaker's Cartoons, vol. 1, Doubleday, Page.  
 Madame De Sevigne.  
 Letters of Madame De Sevigne.  
 Whitmore, American Genealogists.  
 Piozzo.  
 Lowndes's Bibliographer's Manual.  
 The White Hills, Thos. S. King.  
 Substance and Show, Thos. S. King.  
 Ad Miriam, F. H. Law.  
 Bellairis Cherubini Memoirs, London, 1874.  
 Mackay, Cobweb Cloak.  
 Greek and Latin Classics, pocket ed., trans. and pub.  
 in 1883 by John B. Elden.  
 Dictionary of Handwriting Character, Wentworth &  
 Bennett.  
 Brandes, Poland.  
 Kabbalah Unveiled, Mathers.  
 The Hill of Trouble, Benson.  
 Gardens Ancient and Modern, Sieveking.  
 Accounting Every Business Man Should Know, Garri-  
 son.

Outdoor Land, Chambers.  
 Coloman, Edw. Percy.  
 History of Architecture of the Renaissance in Eng-  
 land, Blomfield.  
 Sonia Kovalevsky's Memoirs.  
 Gardiner's Music of the Future.  
 Scapegoat, Frazer.  
 Ethical Hymns Selected for Use of Ethical Religious  
 Society of London.  
 Schiller's Humanism.  
 Biographical and Historical Account of Fox, Elle-  
 cott and Evans Families, Chas. W. Evans.  
 Modern Freight Car Estimating, O. M. Stimson.  
 Granada, Spanish Series ed. by Calvert.  
 Seville, Spanish Series, ed. by Calvert.  
 Zamora, Spanish Series, ed. Calvert.  
 Mediaeval Architecture, Porter.  
 Studies of Outlying Fields of Psychic Science, Hudson  
 Tuttle.  
 Miracles of Modern Spiritualism, A. R. Wallace.  
 Art of Worldly Wisdom, Gracian.  
 Bishop's Emeralds, Townely.



## BOOKS WANTED—Continued.

## Brentano's—Continued.

Ruthless Rhymes for Heartless Homes, Streamer.  
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A. B. C. of Wall Street, Nelson.  
France and the Alliances, Tardieu.  
John D. Adam, Religion and the Growing Mind.  
Pemberton, Peterson.  
De L'Esprit, Heloetius, Eng. trans.  
Songs of Toil and Triumph, McCreery.  
Brazil in 1912, Oakenfall.  
Exploration of the Highlands of Brazil, R. F. Burton.  
Bibliography of Mark Twain.  
Gumbo Zhebes, Lafcadio Hearn.  
Karma, Lafcadio Hearn.  
Japanese Fairy Tales, Lafcadio Hearn.

## Brentano's, F and 12th St., Washington, D. C.

Molinari, General and Industrial Inorganic and Organic Chemistry.  
Fernald, Cat and Cherub.  
Statesmen's Year Book, 1912-1916.  
Thurston, Materials of Engineering, vol. 2.  
Curr, Lake Shipyard Methods of Steel Ship Construction.  
Claude, Liquid Air, etc.  
Seidell, Solubilities of Inorganic and Organic Chemistry.  
Jones, Machine Design.  
Jones, Hardening and Tempering Steel.

William Briggs, Queen and John Sts., Toronto, Can.  
The Book of Knowledge, pub. Grolier Society, state condition and style of binding, price of set.

Albert Britnell, 263-265 Yonge St., Toronto, Can. [Cash.]

Science of Peace.  
Science of Emotions, Blegavad Das.  
Thought, Power, Control and Culture, Besant.

## E. Herrick Brown, Honolulu, Hawaii.

Life of My Father, Daughter of Wm. T. Stead.  
Fornander, Polynesian Researches.  
Maloe, Mythology of Hawaiian Islands.  
Kalakaua, Myths and Legends of Hawaii.  
Jarvis' History of Hawaiian Islands.  
Bingham, History of Hawaiian Islands.  
The Hamilton Papers.

## Bryant &amp; Douglas, 922 Grand Ave., Kansas City, Mo.

Strohon, The Enchanted Land.  
Capt. Roberts, Illustrated Review of 7th Cavalry.  
Tracy, Capt. of the Kansas.

## Burrows Bros. Co., 633-639 Euclid Ave., Cleveland.

Baraga, Grammar and Dictionary, Otchipwe Indians.  
Orr's Progress of Dogma, Doran.  
Pelligrino's The Christian Trumpet (3).  
David Graham Phillips, Susan Lennox, 2 vols.  
U. S. Geology, Folios, nos. 32, 94, 126, 134 and 144.  
Cartoon Magazine, Chicago, October, 1914.  
H. J. Slack's Marvels of Pond Life.  
Dr. Chase's Receipts.  
Nystrom's Engineer's Pocket Book (2).  
Book Plates, 3 vols., Franks Col. in Br. Mus.  
Baskerville, Prayer Books, and Books.  
Trench, On Words.  
Hough's Hand Book Trees, 2nd-hand.  
Babbitt's Principles Light and Color.  
Eminent English Men and Women in Paris, Roger Boutet de Monvel.  
Yankee Conscript, or 18 Months in Dixie, 1864.

## John Byrne &amp; Co., Wash., D. C. [Cash]

Davis, Military Law, latest ed.

## Cadmus Book Shop, 133 W. 33d St., New York.

Southern Literary Messenger, 1861, Sept.; 1862, Jan., May, Sept.-Oct.; 1863, Jan., Feb.; 1864, Mar., May and June.

## Campion &amp; Co., 1316 Walnut St., Philadelphia, Pa.

The Penalty and Redemption, Geo. M. White.  
From Boniface to Bank Burglar, Geo. M. White.  
Baudelaire, Gautier.

## C. N. Caspar Co., 454 East Water, Milwaukee, Wis.

Frantzius, Book of Truth, 3 copies.  
Darras, History of Catholic Church, vol. 1, 8vo, O'Shea.  
Collins, Historical Sketches of Ky.

## C. N. Casper Co.—Continued.

McAuley's Germany in War Time, 6 copies.  
Montholon's Napoleon.  
Lassar-Cohn, Arbeitsmethoden, 2 vols.  
McCabe, Tyranny of Shams.  
Jacks, Alchemy of Thought.

## Central Book Co., 93 Nassau St., New York.

Impeachment Trial of Judge Samuel Chase.  
Trial of Aaron Burr, 2 vols.  
Trial of Queen Caroline, 3 vols.  
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Life of William Wirt, 2 vols.  
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Life of Joseph Story.  
Life of Matthew Carpenter.  
Life of Roscoe Conkling.  
Hammond's Blackstone, 4 vols.  
Hollaind's Natural Law.

## Geo. M. Chandler, 75 East Van Buren St., Chicago.

Schultz, J. W., My Life as an Indian.  
Mark Twain, Royal ed., vol. 19.  
Alden, A Study of Death.  
Russell, A Club of One.  
Huntley, T. K., Great Psychological Crime.  
Morris & Bax, Socialism Triumphant.  
Wilson, Menace of Socialism.  
Richter, Mistakes of the Social Democracy.  
Hyndman, Socialism and Slavery.

## W. G. Chapman, 118 North LaSalle St., Chicago.

Barber, Britz of Headquarters, several copies.

## Church Literature Press, 2 Bible House, New York.

Recaptured Rhymes, H. D. Traill.  
Divisions of The Echo Club, Bayard Taylor.  
The Gaultier Ballads.  
Gems and Gem Minerals, O. C. Farrington.

## The Arthur H. Clark Co., Caxton Bldg., Cleveland, Ohio.

Langlois & Seignobos, Intro. to Study of History.  
Heard, Hist. of Sioux War and Massacres of 1862-3.  
Hist. of Paper, Holyoke, 1882.  
Methodist Mag., N. Y., 1818, vols. 2, 6, 10-11, 14 to end.  
Hall, Reminiscences of Elyria, Ohio.  
Ency. Brit., 11th ed., Cambridge.  
Brinton, American Race.  
Paxon, Last American Frontier.  
Nation, Weekly Journal, N. Y., vol. 63.  
Power, N. Y., vol. 28, nos. 1-13, 22.  
Textile World Record, Boston, vol. 1868-1915.  
Camera, Phila., 1913-16.  
Arizona Revised Statutes, beg. to 1863, 1872-86, 1888 to date.

Gray, Luggie & Other Poems.  
Rowe, U. S. and Porto Rico.  
Archaeology and Ethnology of W. I. and Cent. Amer., anything on.

Int. Marine Engr., Apr., 1914-Dec., 1916.  
Insurance Repts., any states or governments.  
Insurance Monitor, 1910-12; Feb. and Mar., 1913; Feb. to Dec., 1914; Jan., 1915; Dec., 1916.  
Hugel, Mystical Element in Religion, 1908.  
Howorth, Hist. of Mongols, 3 vols.  
Hozumi, Ancient Worship and Japanese Law.  
Howard, Am. Hist., etc.  
Hodgetts, House of Hohenzollern.  
Hist. Bulletin, vol. 1.  
Hirth, Ancient Hist. of China.  
Hirth, China and Roman Orient.  
Hill, Travels in Siberia.  
Heywood, Hist. of Ky.  
Hermann, Painting on Glass and Porcelain, 2nd ed.  
Herbert, Visit to Colony of Harmony in India.  
Henry, Travels and Adv. in Canada, 1901.  
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 Howe, Hist. of Presby. Church in S. C.  
 Hough, Diary of Siege of Detroit.  
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 Harmar's Expedition Against Indians in 1790.  
 Haines, Hist. of Co. F, 12th N. J. Vols.  
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 Hist. Sketch 56th Ohio Vol. Inf., Columbus.  
 Home Progress, Boston, vols. 1-2.  
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 Hubbard, Hon. Wm., of Ipswich, Mass., E. Tuttle.  
 Hunt's Merchant's Mag., vols. 44-9.  
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 New England Magazine, vols. 36 to 39 and 43 to date.  
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 Cumont, Contemporary Religious Thought of the Roman Empire.  
 New England Railroad Club, Proceedings and Papers, Feb. 14, 1911.  
 Davis, Physical Geography of Southern New England.  
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*Western Literary Messenger*, Buffalo.  
*Theatre Mag.*, 1910, July, Dec.  
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A Dictionary of Astrology.  
Wireless Transmission of Photographs, pub. Marconi.  
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Trustee's Handbook, Loring.

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Quinlan, Life of Tom Quick, the Indian Slayer,  
Monticello, 1851.  
Quinlan's History of Sullivan County.

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Hanna, Scotch Irish in N. Britain, N. Ireland and  
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E. P. Dutton & Co., 681 Fifth Ave., New York.  
German English and English German Dictionary of  
Military Terms.  
Hodges, George, and Reichart, John, The Adminis-  
tration of the Institutional Church, History of St.  
George's Church in the City of New York City.  
Jones, E. Griffith, Ascent Through Christ.  
New Jersey Hist. Soc. Proceedings, 1st series, vol. 2  
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Rhode Island Hist. Soc. Collections, vol. 6.  
Richardson, H., Maurice Guest.

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Goodspeed's Book Shop, 5A Park St., Boston, Mass.

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Perkins, Rufus of Rockingham & Chester, Vt.,  
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Sears, Descend. of Capt. Samuel (Ramson), 1888.  
Russells & Reynolds, 1873.  
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Smith, Rev. Thomas, Memorial, by Smith, 1895.  
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Van Deursen, 1912.  
Vawter by Bicknell, 1905.  
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Sims, J. Marion, The Story of My Life.

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Tytler, Permutation of Consonants in Arabic.  
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 J. H. Rauch, Public Parks.  
 Marden, Talks with Great Workers, Crowell, 1901.  
 Moliere, Le Medicin Malgre Lui, ed. by Marc Ceppi  
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 Caricatures, Currier, 8vo, 1892.  
 Mencken, H. L., Ventures into Verse.  
 Mencken, Shaw, His Plays 1905.  
 Mencken, Nietzsche, 1908 or 1910.  
 Le Gallienne, Quest of Golden Girl, first ed.  
 Smith, H. B., A Sentimental Library.  
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Bach, Life of, Spitta.  
Bastiles of the North, by a member of the Maryland Legislature, pub. by Kell, Hadian & Piet., Baltimore, 1862.  
Blackwood, Algernon, Day and Night Stories.  
Blavatsky, Nightmare Tales.  
Blondelle-Burton, John, The Fate of Henry of Navarre.  
Byam, George, Wild Life in the Interior of Central America, London, 1849.  
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